

Message Text

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PAGE 01 LA PAZ 05609 182143Z
ACTION ARA-14

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R 181639Z JUL 78
FM AMEMBASSY LA PAZ
TO USDOC WASHDC
INFO SECSTATE WASHDC 1668
AMCONSUL AMSTERDAM
AMEMBASSY LONDON

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E.O. 11652: NA
TAGS: BBAK, BL
SUBJ: BACKGROUND INFORMATION: ANGLO BOLIVIAN LAND AND
CATTLE CO.

REF: A) LA PAZ 3489, B) USDOC 8830, C) USDOC 12337
D) AMSTERDAM 693 E) LONDON 10982

1. THE ANGLO BOLIVIAN LAND AND CATTLE COMPANY IS THE INTERNATIONAL SALES DEPARTMENT OF VARANGIAN INVESTMENTS LTDA. WE DO NOT KNOW IN WHICH COUNTRY VARANGIAN INVESTMENTS IS REGISTERED. ACCORDING TO A DOCUMENT SENT TO THE SANTA CRUZ, BOLIVIA PREFECT, VARANGIAN INVESTMENTS WAS FOUNDED ABOUT 1964 AND HAS OPERATED THROUGHOUT CENTRAL AMERICA AND CARIBBEAN, WHERE THE FIRM HAS ENGAGED IN AGRICULTURE, CATTLE, AND REAL ESTATE ACTIVITIES. VARANGIAN INVESTMENTS APPEARS TO BE RELATED TO THE INTER-AMERICAN FINANCE CORP. IN LONDON. AMEMBASSY LONDON HAS BEEN UNSUCCESSFUL IN ITS EFFORTS TO CONTACT THIS FIRM FOR ADDITIONAL INFORMATION (REFTEL E). ACCORDING TO OUR INFORMATION, NEITHER VARANGIAN INVESTMENTS NOR THE ANGLO-BOLIVIAN LAND AND CATTLE COMPANY ARE REGISTERED IN BOLIVIA. THESE TWO COMPANIES APPARENTLY FORMED A BOLIVIAN COMPANY, SANTA TERESITA LTDA., TO ACQUIRE AND
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DEVELOP LAND NEAR SANTA CRUZ. WE ARE ATTEMPTING TO OBTAIN MORE INFORMATION ABOUT SANTA TERESITA LTDA.

2. MR. JAMES M. RODENGEN IS THE GENERAL MANAGER OF SANTA TERESITA, LTDA., THE REPRESENTATIVE OF ANGLO-BOLIVIAN LAND AND CATTLE CO. MR. RODENGEN, WHO NOW RESIDES IN SANTA CRUZ, WORKED FOR SEVEN YEARS AS THE VARANGIAN INVESTMENTS

DIRECTOR OF SALES FOR THE CENTRAL AMERICA REGION. VARANGIAN INVESTMENTS TRANSFERRED HIM TO HIS PRESENT JOB. HIS ADDRESS IS THE FOLLOWING:
CASILLA 3746 , SANTA CRUZ, BOLIVIA, TELEPHONE : 30022
TELEX: CABINA PUBLICA BX 7600 ANBOL
MR. ALAN D. HUTCHINSON IS AN ATTORNEY WHO IS THE MANAGING DIRECTOR OF THE ANGLO BOLIVIAN LAND AND CATTLE CO., HE IS ALSO DIRECTOR OF THE INTER-AMERICAN FINANCE CORP. ALTHOUGH APPARENTLY RESIDING IN LONDON, HE TRAVELS TO SANTA CRUZ FREQUENTLY.

3. THROUGH SANTA TERESITA LTDA., THE ANGLO BOLIVIAN LAND AND CATTLE CO. PURCHASED THREE PARCELS OF CONTIGUOUS LAND TOTALING 11,000 HECTARES NEAR SANTA CRUZ DURING THE LAST QUARTER OF 1977. SUPPOSEDLY, EACH PIECE OF PROPERTY THAT IS FOR SALE IS WELL-MARKED AND HAS AN ACCESS ROAD. SALES PRICES ARE ABOUT US\$34 TO US\$40 PER HECTARE. THESE PRICES ARE CONSIDERED TO BE ABOVE THE AREA'S CURRENT MARKET PRICES. PROPERTY VALUES ARE NOT EXPECTED TO REACH CURRENT SALES PRICES FOR TWO OR THREE MORE YEARS. THEREFORE, THE FIRM'S OFFER APPEARS TO BE A HIGHLY SPECULATIVE ONE. ANGLO BOLIVIAN LAND AND CATTLE CO. GUARENTEES CLEAR TITLE TO THE PROPERTY. MONEY MAY BE PLACED IN ESCROW UNTIL TITLE IS RECEIVED.

4. THE FOLLOWING MAIL ADDRESSES FOR ANGLO BOLIVIAN LAND
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AND CATTLE CO. HAVE APPEARED IN THE SALES LITERATURE WHICH WE HAVE SEEN:
A. BOX 58, 15 CENTRAL ST. WOODSTOCK, VERMONT 05091
B. BARCLAYS BANK BUILDING, P.O. BOX 265 GRAND CAYMAN, BRITISH WEST INDIES.
C. SCHIPHOL AIRPORT EAST, P.O. BOX 7766 AMSTERDAM, THE NETHERLANDS
USDOC FOUND THAT VERMONT MAIL IS MERELY FOREWARDED TO MR. HUTCHINSON IN LONDON (REFTEL B). ALSO, AMCONSUL AMSTERDAM REPORTS THAT THE AMSTERDAM P.O. BOX IS USED ONLY BY AN AIR TRANSPORT FIRM (REFTEL D).

5. WE HAVE RECEIVED MANY REQUESTS FOR INFORMATION ABOUT THE ANGLO BOLIVIAN LAND AND CATTLE CO. AND ITS SALES OFFER. WE ARE REPLYING TO MOST INQUIRIES WITH THE FOLLOWING LETTER:
DEAR --, THANK YOU FOR YOUR LETTER OF --- REQUESTING INFORMATION ABOUT THE ANGLO BOLIVIAN LAND AND CATTLE CO. ACCORDING TO INFORMATION WHICH WE HAVE RECEIVED, THIS FIRM IS REPRESENTED IN BOLIVIA BY SANTA TERESITA LTDA. AND IS THE INTERNATIONAL SALES DIVISION OF VARANIGAN INVESTMENTS, A FIRM WHICH SUPPOSEDLY HAS OPERATED IN CENTRAL AMERICA AND THE CARIBBEAN FOR MORE THAN 10 YEARS. APPARENTLY, ANGLO BOLIVIAN

LAND AND CATTLE CO. AND VARANIGAN INVESTMENTS ARE NOT REGISTERED IN BOLIVIA AND ARE NOT U.S. FIRMS.

THE COMPANY HAS PURCHASED 11,000 HECTARES OF LAND NEAR SANTA CRUZ, A CITY OF ABOUT 250,000 PEOPLE WITH DIRECT FLIGHTS TO THE U.S. VIA LLOYD AEROLINEAS BOLIVIANAS.

THE ANGLO BOLIVIAN LAND & CATTLE CO. GUARANTEES CLEAR TITLE TO THE PROPERTY. ANY INQUIRIES THAT YOU MAY HAVE REGARDING THE FIRM'S FINANCIAL STATUS CAN BEST BE HANDLED BY YOUR BANKER. THE THREE FOLLOWING U.S. BANKS HAVE BRANCHES IN BOLIVIA:

BANK OF AMERICA	CITIBANK
CALLE VELASCO NO. 19	CASILLA 260
SANTA CRUZ, BOLIVIA	LA PAZ, BOLIVIA

BANK OF BOSTON
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CASILLA 2482
SANTA CRUZ, BOLIVIA
DUN AND BRADSTREET ALSO HAS AN OFFICE IN BOLIVIA.

6. WE WILL CONTINUE TO INFORM THE DEPARTMENT AS OTHER INFORMATION BECOMES AVAILABLE. BOEKER

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